NATIONAL CANNERS ASSOCIATION

Information Letter

FOR N. C. A. MEMBERS

No. 114 | WASHINGTON, D. C. | June 1, 1925

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Meeting of the Board of Directors

The Board of Directors of the National Canners Association met at the Association's headquarters in Washington, on Tuesday morning, May 26th, 1925. Those present were E. F. Trego, President, presiding; Elmer E. Chase, First Vice President; Leonard E. Wood, Second Vice President, and the following directors:

L. S. Argall, Jos. F. Barker, J. G. M. Barnes, John L. Baxter, Jr., Henry B. Bird, Leonard E. Wood, representing R. M. Barthold, W. E. Nicholoy, representing R. F. Clark, Joseph W. Deniger, George E. Diament, C. J. Mitchell, representing Robert Dickinson, G. R. Garretson, Arthur Hamilton, H. H. Hankins, F. A. Harding, Roy W. Hemingway, C. E. Hume, Millard W. Jones, E. H. Kennedy, Philip Larmon, Lawrence Meulendyke, John S. Mitchell, H. L. Morris, B. C. Nott, J. Newman Numsen, Herbert G. Pressing, W. F. Rudiger, J. J. Rogers, representing John S. Souder, Harry P. Strasbaugh, Charles G. Summer, Jr., F. W. Douthitt, representing Wm. H. Taylor, Clarence L. Turmail, Frank H. VanEenwyk, W. W. Wilder, F. Hall Wrightson.

The following resignations were received: R. M. Barthold, R. F. Clark, Robert Dickinson, John S. Souder and William H. Taylor. In their places, respectively, were elected Leonard E. Wood, W. E. Nicholoy, C. J. Mitchell, J. J. Rogers and F. W. Douthitt.

President Trego made a brief report of the Association's activities since he became its executive. He directed the reading of the general report of the Association made by the Secretary and Treasurer, and on general motion this report was ordered printed and mailed to the members of the Association.

President Trego read the report and recommendations of the Finance and Executive Committee and the Administrative Council, which, after full discussion and explanation of the budget, were unanimously adopted. In addition to the budget, the report made the following recommendations:

"That consideration of the question of reduction in membership dues be passed over until the November meeting of the Board of Directors, because it is believed that at that time a much more intelligent recommendation can be made than at present.

"Your committees have carefully examined the pledges and other prospective contributions to Canned Foods Week. A conservative estimate of these pledges to date is about $40,000. Your committees regret that the sum of $60,000 which was originally anticipated, could not be raised, but feel that these contributions indicate that the canners themselves feel a genuine interest in Canned Foods Week and desire its continuance. It is, therefore, hoped that the Board of Directors will authorize the President to make the necessary arrangements for another Canned Foods Week through the appointment of such committees as he may deem proper.

"Your committees recommend that the Association, on or about August 1st, 1925, publish in the trade papers a list of names of the contributors to Canned Foods Week, according to the different states.

"Your committees recommend that the Association take every possible means to safeguard the spirit of the pro-rata contract. This clause should be surrounded with every possible safeguard which will insure an absolutely fair deal between buyer and seller. Your committees recommend that the President appoint a committee to further study this subject and make a report with recommendations at the next meeting of the Board of Directors."

The report of the Committee on the Code of Ethics, James Moore, Chairman, was generally discussed. After this discussion the following Code of Ethics was unanimously adopted:

"To assure the consuming public the best canned food that scientific knowledge and human skill can produce, and to establish relations with allied industries and trades on a basis of justice and fairness, the National Canners Association makes the following statement of principles to govern its membership in the conduct of their business and their relations with the public:

"To use in the preparation of our products only suitable materials which are sound and wholesome.

"To employ sanitary and hygienic methods and equipment in the operation of our plants, to comply with the Sanitary Code of the Association and all food laws and regulations.

"To maintain the highest standards of quality.

"To truthfully describe and represent our products.

"To fulfill both the spirit and letter of all contracts.

"To recognize always a paramount obligation to safeguard the interests of the consuming public."

Dr. W. E. Elwell, Chairman of the Committee on Standardization of Tin Plate for Canners' Cans, made a report which indicated considerable progress since his report at the Cincinnati convention. On motion, his report was accepted and this motion carried a special commendation for the thoroughness of this report and the work of this committee.

On motion of John L. Baxter the following by-law was unanimously adopted as an amendment of Section 2 of Article IV, Members:

"The dues of the active members of the Association shall be fixed by the Board of Directors within ninety days after January 1st of each year, which dues shall be due and payable when such assessment is made."

The Secretary read a letter from the Chairman of the Wholesale Grocers Conference Committee suggesting the advisability of joint action through appropriate government channels to arrange for the collection and dissemination of statistics of stocks of canned foods in the hands of both distributors and canners. The proposition was generally discussed, and on motion of John S. Mitchell it was unanimously voted that such an arrangement would be desirable and that the matter be referred to the Canners Conference Committee for consideration with the Conference Committee of the Wholesale Grocers Association, a report of the results to be made at the next meeting of the Board of Directors.

On motion of J. G. M. Barnes, the Secretary was authorized to arrange for a survey by appropriate government departments of the consumer demand for canned foods.

The Board gave considerable attention to the question of pro-rata deliveries and the adoption of rules and regulations which would strengthen and simplify the practices. On motion of John S. Mitchell, the President was authorized to appoint a committee to go into the whole subject fully and to make recommendations for proper rules and regulations, having in mind the preservation of the spirit of the pro-rata delivery cause in con-

tracts. The President appointed the following committee: Norman J. Griffith, Chairman; John L. Baxter, Frank Gerber, Chas. A. Yunker, E. B. Cosgrove, H. L. Cannon, E. E. Chase.

The President reported that a little over $40,000 had been subscribed by canners for the continuation of Canned Foods Week, and that it was hoped additional pledges could be secured from canners, so that the amount already pledged and to be pledged, together with possible contributions from other sources, would be sufficient for financing another Canned Foods Week. On motion of C. E. Hume, the Board voted unanimously to continue Canned Foods Week and President Trego was authorized to appoint a committee to handle the details.

On motion of Leonard E. Wood, the Association was directed to publish in trade journals a list of all canners contributing to the Canned Foods Week fund, arranged by states, this list to be published during the week of August 1, 1925.

James Moore, representing the Canned Foods Foundation, made a brief report covering the preliminary activities of the joint committee with other organizations which has this matter in charge.

The attention of the Directors was called to the conference of seed users, such as farmers, market-gardeners, canners, etc., and seedsmen, called by the Department of Commerce. Mr. Meulendyke spoke on the present form of contract between seedsmen and purchasers, pointing out the apparent one-sidedness of this contract and also the absence of the arbitration clause which is usual in sales contracts.

On motion of W. L. Rudiger, a resolution was passed authorizing the appointment of a committee by the President to confer with seedsmen supplying canners to obtain a revision of the present seed contract, and to report at the next meeting of the Board. The Committee appointed is as follows: Lawrence Muelendyke, John L. Baxter and Royal F. Clark.

The Board also authorized a committee to be appointed by the President to represent the National Canners Association at the conference on seed problems called by the Department of Commerce for Thursday, May 28. The Committee appointed is: J. W. Deniger, Chairman; John L. Baxter, John S. Souder, L. Muelendyke and W. E. Nicholoy.

The report of the Committee on Standards was read by L. S. Argall, representing Merritt Greene, Jr., Chairman. On motion of W. F. Rudiger, this report was ordered filed.

The attention of the Board of Directors was called to the lack of cooperation on the part of certain tomato canners in the collection of tomato statistics. It was stated that there was good cooperation on peas, corn and berries, but for some reason tomato canners in some parts of the country neglected to reply to inquiries. After considerable discussion, on motion of J. J. Rogers, the Board decided that the collection of tomato statistics be continued.

Recommendations to the Board by the Administrative Council included a revision and reprinting of the cost accounting bulletin. On motion the President was authorized to appoint a committee of canners to revise this bulletin and have it reprinted. William Silver was named Chairman of this committee.

The resignations of Leonard E. Wood, W. E. Nicholoy, C. J. Mitchell, J. J. Rogers, and F. W. Douthitt were received, and R. M. Barthold, Royal F. Clark, Robert Dickinson, John S. Souder and William H. Taylor, respectively, elected in their places.

Seed Conference at U. S. Department of Commerce

Upon invitation of the Department of Commerce a conference on the seed situation was held in Washington, May 28. The National Canners Association, the Seed Trade Association, the Vegetable Growers Association of America, and the American Farm Bureau Federation were represented. Those present at the conference were:

National Canners Association: J. W. Deniger, W. E. Nicholoy; L. Meulendyke; J. J. Rogers; C. G. Woodbury.

American Seed Trade Association: Kirby B. White of D. M. Ferry Seed Co.; Julian P. Bowen of D. M. Ferry Seed Co.; Francis C. Stokes; J. E. W. Tracy of D. Landreth Seed Co.

American Farm Bureau Federation: E. B. Reid, Washington representative.

Vegetable Growers Association of America: M. L. Rudnick of Cleveland; T. C. Johnson, director of the Virginia Truck Experiment Station of Norfolk.

Department of Agriculture: Dr. W. A. Taylor, Dr. Karl F. Kellerman, Dr. L. C. Corbett, O. S. Fisher, W. R. Beattie, Dr. D. N. Shoemaker, C. P. Close.

Department of Commerce: E. G. Montgomery, chief of the Foodstuffs Division; R. S. Hollingshead; R. M. Hudson, chief of the Division of Simplified Practice.

After Chairman Hudson had presented lantern slide views giving the facts and statistics as to what had been accomplished in other industries in the development of simplified practice, the

seed and variety problems were presented and commented on by representatives of the various interests. It was shown that American seedsmen catalogue some 14,000 varietal names for vegetables. It was the concensus of opinion of the seedsmen present that these represent not over 1,000 actual varieties. It was shown further that with respect to various commodities a large proportion of the business is confined to a comparatively small number of leading varieties. The spokesmen for the seed trade emphasized the desirability of authoritative descriptions being worked out by the Department of Agriculture, which might have official status.

It was pointed out by the canners that their needs are confined to a comparatively few varieties and that large losses are experienced each year through the canners' seeds not being true to type and name. Mr. Nicholoy stated that some 80,000 bushels of inferior seed peas had been sold in Wisconsin last year, resulting in over $300,000 loss. The canners' representatives expressed the hope that some means might be found through the cooperation of the Departments of Commerce and Agriculture to minimize such losses and to afford better protection to the buyer of seed than is afforded by the present contract and trade practices.

The canners' representative also brought out the responsibility they felt in providing the best quality of seed to their numerous growers. It was shown that each canner acts in a representative capacity for a large number of growers so far as the quality of seed is concerned, and that a poor quality of seed is reflected not only in the quality of the pack but in losses to the large number of growers each canner represents. The canners' representatives stated that at present they are handicapped in getting the same protection from the seedsman that they feel they must give their growers.

The conference unanimously requested the Department of Commerce to invite organizations representing seedsmen and seed buyers to make surveys and ascertain the varieties of various vegetable seeds in greatest demand, reporting the facts to the Department of Commerce. It was the opinion of the conference that with respect to the principal vegetable crops such surveys would show that the great bulk of the trade demand is for not over 100 to 150 varieties.

Action was taken also requesting that the Department of Agriculture furnish descriptions of the vegetable varieties included in the lists developed as a result of the surveys. It was recognized that while it would be impossible immediately for such descriptions to be completely authoritative, they would

furnish approximate characterizations of the varietal types which should form a basis for more satisfactory dealings between the buyer and seller.

The final action of the conference was a request that the Department of Commerce invite the various groups interested, including seedsmen, canners, and vegetable growers, to appoint joint conference committees to meet in Washington in October for further conference on contracts and trade practices and tender its good offices in bringing about satisfactory agreements.

Proposed Increased Rates on Tin Cans Cancelled

The Interstate Commerce Commission, by a decision issued May 28, has found unjustified the proposed increased rates and increased minimum weight on tin cans, in carloads, from points in Illinois to points in Michigan, Minnesota, and Wisconsin. Accordingly it has ordered cancelled the schedules filed by the carriers providing for these increases.

Fish Rehabilitation Commission Planned

Representatives of the Fish Commissions of the Atlantic and Gulf Coast States at a conference on May 22 unanimously requested Secretary of Commerce Hoover to appoint, with the approval of the Governors of those States, a Commission to work out various problems leading to rehabilitation of the lobster, shad, sturgeon, and other fishes of our coastal waters. Official representatives of the following states were present: Delaware, Rhode Island, New Jersey, Texas, Maryland, North Carolina, Virginia, New York, Maine, Georgia, Connecticut, Pennsylvania and South Carolina.

Intended Pea Acreage for 1925

The Bureau of Agricultural Economics of the U. S. Department of Agriculture has issued its report on the intended acreage of peas for manufacture in 1925, based upon reports it has obtained from 214 firms. The intended total acreage is placed at 217,460 acres, an increase of 1 per cent over the acreage reported in 1924. The condition of the peas as of May 1 is reported as 90 per cent.

Rates on Canned Goods in Official Classification Territory

As advised in previous numbers of Information Letters, the Interstate Commerce Commission had found the differential existing in freight rates on certain canned foods in glass and tin

unreasonable. In complying with these findings, the transportation companies proposed an increase of practically 25 per cent in the L.C.L. rates on sliced dried beef, olives, mince meat, pickles (not otherwise indexed by name), shell fish, fish other than shell, fruit packed in tin, and a decrease of 14 per cent in the rate on same in glass.

The Association, through its Traffic Committee, protested against the proposed increase in the above-mentioned rates. The issue was finally decided May 7 by the Interstate Commerce Commission, which held that the proposed increases and reductions in L.C.L. ratings on the various canned foods products named in official classification were justified.

Bulletin on Canned Peas

Copies of the Association's bulletin on Canned Peas have been mailed to the membership. This is the fourth in a series of popular bulletins furnishing information on products of the canning industry, the three earlier pamphlets dealing with fruit, tomatoes and tomato products, and corn. These publications are intended primarily for distribution to teachers, students, housewives and others seeking general information respecting the methods and products of the commercial canning industry. Distributors have also found them of value to salesmen who desire, in concise form, the essential facts regarding the preparation of these products.

Dismisses Complaint Against Grocery Company

The Federal Trade Commission has dismissed its complaint against Austin Nichols & Company, Inc., of Brooklyn, a wholesaler of grocery products. The complaint charged the respondent with violation of the Clayton Act in the acquisition of stock of competing companies.

Bottle Company Complaint Dismissed

Proceedings against the Owens Bottle Company of Toledo, Ohio, have been dismissed by the Federal Trade Commission. The Company manufactures glass bottles, and in addition to its home office, has factories in Charleston, Clarksburg, and Fairmont, W. Va.; Glassboro, N. J.; and Greenfield, Ind. The complaint charged the Owens Company with lessening competition in the glass bottle industry by acquiring share capital of The Whitney Glass Works, Glassboro, N. J.; American Bottle Company, Chicago, Ill.; and Graham Glass Company, Evansville, Ind. The Commission found that there was no substantial lessening of competition.

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Canned Fish Output in 1924

The output of all canned fishery products in the United States (including Alaska) was valued at $72,165,589 in 1924, according to figures which have been issued by the U. S. Bureau of Fisheries, and which will be shown in detail in the Bureau's statistical bulletin No. 657.

The amount and value of the various products canned were as follows:

	Cases	*Value*
Salmon	6,253,577	$42,401,602
Sardines	3,267,064	12,636,599
Tuna and tuna-like fishes	708,752	5,756,586
Oysters	460,427	2,478,044
Shrimp	718,517	4,608,950
Miscellaneous	.....	4,282,808

Three-fourths of the world's pack of canned salmon in 1924 was produced in the Pacific States and Alaska, according to the Bureau. Alaska produced 85 per cent of the domestic pack. There was a decline in output of 30 per cent in the States as compared with 1923, but an increase of 2.6 per cent in Alaska. The increase was due to an unprecedented run of humpback salmon in Central Alaska. The packs in southeastern and western Alaska were smaller, in part due to the more stringent regulations put into effect under the new Alaskan fisheries law of 1924.

The domestic sardine industry is today in a stronger position than at any time since the post-war depression, according to the Bureau. The pack of Maine sardines was 1,899,925 cases of 100 quarter pound cans and of California sardines 1,367,139 cases of

48 one-pound cans. This is an increase in output of 32 per cent for Maine sardines and 20 per cent for California sardines as compared with 1923. The United States is now a heavy exporter of sardines, exports in 1924 amounting to 51 million pounds.

The California pack of tuna and tuna-like fishes amounting to 708,752 cases was a reduction as compared with 1923. The pack of albacore was 388,874 cases; bluefin and yellowfin tuna, 65,737 cases; striped tuna, 43,205 cases; tonno, 177,049 cases, bonito, 20,558 cases; and yellowtail, 13,329 cases.

There were 73 oyster canning plants operated from Maryland to Texas in 1924. Their combined output was 460,427 cases, which was considerably smaller than in 1923. Mississippi ranked first among the States with a pack of 204,548 cases; South Carolina second, with 103,808 cases; and Maryland third with 68,695 cases.

Vitamin Content of Sea Foods

Canners of fish products and other sea foods will probably be interested in the following memoranda issued by the U. S. Bureau of Fisheries at Washington, D. C., covering the nutritive value and vitamin content of sea foods. Copies of these publications may be secured from the Bureau without charge upon application.

Memorandum S 231—"Sea Food, Its Value From a Food Standpoint," by M. E. Jaffa, California State Board of Health.

Memorandum S 238—"Vitamins in Fish," by Dr. H. F. Taylor, U. S. Bureau of Fisheries.

Memorandum S 259—"Study of the Vitamins of Mollusks; Presence of the Antiscorbutic Factor in Oysters," by Randoin and Portier of the Scientific and Technical office of Maritime Fisheries, France.

U. S. Supreme Court Decisions

TRADE ASSOCIATION STATISTICS.—"Trade associations or combinations of persons or corporations which openly and fairly gather and disseminate information as to the cost of their product, the volume of production, the actual price which the product has brought in past transactions, stocks of merchandise on hand, approximate cost of transportation from the principal point of shipment to the points of consumption, as did these defendants [the Maple Flooring Manufacturers Association], and when, as they did, meet and discuss such information and statistics without, however, reaching or attempting to reach any agreement or any concerted action with respect to prices or production or re-

straining competition, do not thereby engage in unlawful restraint of trade."

This ruling was made by Justice Stone in the case appealed by the Maple Flooring Manufacturers Association from an adverse decision of the lower courts. A similar decision was rendered by Justice Stone on an appeal by the Cement Manufacturers Protective Association.

Chief Justice Taft and Justices McReynolds and Sanford dissented. In their dissent, Chief Justice Taft and Justice Sanford stated that the two cases in their judgment came substantially within the rules stated in the American Column Co. (hardwood lumber) case and the American Linseed Oil Company case. They pointed out that the majority of the Court in the present cases did not question the soundness of the decision of the Court in the other cases.

Justice McReynolds insisted that the court should adhere to the doctrine laid down in the linseed oil case, declaring that "pious protestations and smug preambles but intensify distrust when men are found busy with schemes to enrich themselves through circumventions."

STATE EXCISE TAXES ON ESTATES.—In imposing excise taxes on the transfer of estates of deceased persons, states can tax only that part of the personal property which is situated within their borders, according to the Supreme Court's decision in four cases from Pennsylvania involving the estate of Henry C. Frick.

CITY ORDINANCES GOVERNING ITINERANT VENDORS.—The U. S. Supreme Court has held invalid an ordinance of the City of Portland, Oregon, requiring the licensing and bonding of house-to-house canvassers, as applied to solicitors employed by a hosiery company shipping to Portland from another state. In its opinion the Court stated that the ordinance materially burdens interstate commerce and therefore conflicts with the commerce clause of the Federal Constitution. The Court also stated that it could not accept the theory that an expressed purpose to prevent possible frauds is enough to justify legislation that really interferes with the free flow of legitimate interstate commerce.

LIABILITY OF CARRIER.—The Missouri Pacific Railroad Company was held liable to a grocery company for the loss of part of a shipment of sugar which it had turned over to a switching railroad for delivery to the consignee's warehouse. In the Arkansas courts the railroad requested the trial court to rule that as the bill of lading provided that no connecting carrier should be liable for any damage which did not occur on its own lines, and delivery at the consignee's warehouse waspa rtof an interstate shipment,

the defendant was not liable, because it was neither the initial nor the delivering carrier. The court refused to rule as requested; the jury found for the plaintiff, and the judgment was affirmed by the Supreme Court of Arkansas. The U. S. Supreme Court affirms the Arkansas Court, holding that in legal effect the Missouri Pacific was the delivering carrier and the switching railroad its agent.

IMMUNITY FROM CRIMINAL PROSECUTION.—Information furnished to the Federal Trade Commission does not grant immunity from criminal prosecution when the information is not supplied in obedience to a subpoena, according to a recent decision of the U. S. Supreme Court.

In another decision the Supreme Court held that in a criminal proceeding brought under the Sherman anti-trust law, examination by a U. S. Commissioner resulting in a dismissal for want of probable cause does not constitute a trial, and is not a bar to similar proceedings instituted later before a federal district judge.

Former Rates on Tin Cans to be Maintained

As noted in last week's Information Letter, the Interstate Commerce Commission has cancelled the proposed increased rates and increased minimum weights on tin cans from Central Freight Association territory to points in Wisconsin, Michigan and Minnesota.

During the negotiations with the carriers prior to the publicaton of the proposed higher rates, it was proposed by the Association's Traffic Committee, in the way of a compromise, to agree to slight advances at a few points, to an increase in the minimum weight to 20,000 pounds at all points, and to forego the two-car-for-one rule. In its decision the Commission does not even authorize these advances, but restores the old rates in their entirety as they were before the proceeding started.

Rates on Glass Bottles from Oklahoma and Arkansas

The Interstate Commerce Commission has denied applications by which carriers sought authority to continue to charge for the transportaton of glass bottles in carloads and glass fruit jars, fruit jar tops, jelly glasses and tumblers in straight and mixed carloads, from points in Oklahoma and from Ft. Smith and South Ft. Smith, Ark., to Mississippi River crossings, Memphis, Tenn., and south, rates which are lower than the rates contemporaneously maintained on like traffic at intermediate points. This order is effective July 21, 1925.

Interchangeable Mileage Tickets

In a decision by the Interstate Commerce Commission it is required that on and after July 15, Class I railroads issue for use in interstate commerce interchangeable scrip coupon tickets in denominations of $15, $30 and $90, to be sold at the standard rate of passenger fare for one-way trips. Carriers that now honor or use the interchangeable scrip coupon tickets are required by the order to continue doing so.

In the opinion of the Commission, sound policy dictates that the basic fare should be the same for all classes of travelers, and that no departures from this rule should be required unless it can be clearly shown that there is a class of passenger business that can be so completely segregated that a rate of fare differing from the basic fare can be applied, as in the case of certain commutation fares.

Bulletins of Interest to Growers of Canners' Crop

The Agricultural Experiment Station at Bozeman, Montana, has issued a 24-page illustrated pamphlet entitled "Producing Seed Peas in Montana," which discusses the sections of that state adapted to seed-pea growing, varieties, climatic and soil requirements, cultural operations, insects and diseases, etc. Copies of this pamphlet (Circular 128) may be obtained by writing to the Station.

"How to Prune the Young Cherry Trees" is the title of a 16-page illustrated bulletin recently issued by the Agricultural Experiment Station at Madison, Wisconsin, copies of which can be obtained by writing to the Station.

Jobbers Prefer Fall Date For Canned Foods Week

The Progressive Grocer, published by the Butterick Publishing Company of New York, has completed a poll of jobbers on their preference as to the date of Canned Foods Week, which will be announced in the June issue of that journal. The poll shows that out of 394 votes, 252 favored the Fall date and 125 the Spring date, while 17 were neutral or had other choices. A poll is also being taken of the retailers, the returns from which are expected to be available in about a month.

Foreign Trade Meeting in Seattle

The National Foreign Trade Council will hold its Twelfth National Foreign Trade Convention in Seattle, Washington, on June 24, 25 and 26. An interesting feature of the Convention

will be the trade adviser service rendered by foreign trade executives and other experts in foreign trade problems, including nine representatives of the U. S. Department of Commerce.

Italian Marking Regulations

The Italian requirement that all canned fruits and vegetables be indelibly marked in accordance with the decree of February 19,1923, has been further postponed and will not be enforced until August 1, 1925, according to advices from the American commercial attache at Rome. The requirements of the decree were outlined in Commerce Reports for March 9, 1925, published by the Department of Commerce.

Netherlands Raises Import Duties

The new Netherlands customs laws has been made effective from July 1, 1925, by a proclamation of May 26, according to a cablegram from the American commercial attache at The Hague. The new law increases the duty on most goods from the former rate of 5 per cent to 8 per cent ad valorem, with a few classes of goods subject to higher duties.

Transportation Damage Claims Decline

Loss and damage claims paid by railroads in 1924 amounted to $48,263,543, or nearly 3 per cent less than in 1923. The number of claims presented declined nearly 12 per cent. Of the total claims paid, 59 per cent were for damage to freight in transit, 25 per cent for loss of freight, and 16 per cent were claims arising from delays to freight while en route.

Ten Years' Change in Canned Food Exports

In a comparison of foodstuffs exports in 1924 and pre-war years, the Bureau of Foreign and Domestic Commerce says regarding canned foods:

"Canned goods show perhaps the most interesting development in the foodstuffs trade of this country. In the pre-war years 1910-1914 canned foods made up 3.8 per cent of the total value of the foodstuffs exports, whereas in 1924 this class constituted 7.3 per cent of the total. This is by far the largest relative increase made by any class of foodstuffs. Canned fruit, fish and milk have made particularly noteworthy increases. Pears, peaches, pineapple and apricots are the leading items in the canned fruit trade. Canned milk exports have been increasing steadily. Exports of evaporated milk, which is preferred in

Europe, exceed those of the sweetened condensed milk, which goes largely to Latin America, particularly Cuba, and the Orient. Although canned salmon still is the leading item in the canned fish trade, the remarkable increase in the exports of sardines is the feature of this trade. The exports of canned salmon amounted to 67,000,000 pounds in 1924 as compared with 51,000,000 pounds of canned sardines. Canned asparagus and vegetable soups are the leading canned vegetable exports. Canned sausage is the only one of the canned meat exports which show a tendency to increase."

Revenue Freight Loadings Again Increase

Revenue freight loading for the week ended May 23 totaled 966,209 cars, according to the American Railway Association. This was the greatest number of cars loaded during any one week so far this year, exceeding by 1,293 cars the preceding week, when the previous high record for the year was established. The total for the week of May 23 was an increase of 67,985 cars over the corresponding week last year but a decrease of 29,323 cars under the corresponding week in 1923. It was, however, a substantial increase over the corresponding week in 1920, 1921 and 1922. The present freight movement is being met without car shortage, the railroads instead having more than 327,000 surplus freight cars in good repair and immediately available for service compared with 170,000 surplus freight cars at the same time last year.

Navy in Market for Apricots, Peas and Jam

The Navy Department is asking for bids to be opened June 23, on canned apricots (schedule 3832) canned peas (schedule 3827), and assorted jams (schedule 3864). Copies of the specifications and of the schedules for submitting bids may be obtained upon application to the supply office of any Navy Yard, the Navy Purchasing Offices, New York, N. Y., and San Francisco, Calif., or to the Bureau of Supplies and Accounts, Navy Department, Washington, D. C.

Chilean Canning Industry

According to a government survey of the preserving industry in Chile, there are 18 plants in that country with a capital investment of $1,357,100 and an annual production of 763,690 dozen cans of fruits and vegetables. Most of the plants are small and are operated by growers who prepare their own crops.

Year-Round Benefits from Canned Foods Week

The May issue of the National Grocers Bulletin urges retailers to use the ideas of Canned Food Week throughout the year.

"Intensify your selling efforts and watch your volume grow, turn-over go up, your overhead go down and your profits increase. Canned Foods Week has given many retail grocers good ideas which they are using to good advantage throughout the year. There is no better method for the individual retail grocer to counteract mail-order, peddler or chain store competition than through persistently putting forth effective efforts to sell canned foods in dozen and half dozen lots.

"Push staples by the dozen or case and offer assortments of the fancy varieties of fruits and specialties at attractive prices and build a reputation for good values on dependable qualities. It's your best insurance against the competition of the other types of merchandising which retail grocers are worrying most about. Decide now to sell more food in dozen, half-dozen and case lots. Try it and keep it up. It pays."